



CITY OF SALEM, VIRGINIA

114 NORTH BROAD STREET
OFFICE OF CITY MANAGER P. O. BOX 869 24153-0869
(540) 375-3016

March 19, 2008

Kevin Page
Chief of Rail Transportation
Virginia Department of Rail
and Public Transportation
1313 East Main Street
Suite 300
Richmond, VA 23219

Dear Mr. Page:

This letter is in response to your email dated March, 14 2008 concerning the crossing at Union Street, the identification of property for build out, and the railroad horn quiet zone that currently exists in Salem. Our response to your questions is as follows:

1. The Union Street Crossing - While the potential closing of this at-grade crossing has been a negative from our point of view, we would not want to rule out Salem as a potential location because of this issue. We have discussed several options that might mitigate the closing of the crossing.
2. Property for Build Out - We have maintained that Norfolk Southern look to its own property, between the NS Main Line and the Virginian Line first, and then to acquire additional property to the south. The owners of the largest parcel involved (25 - 30 acres) have already approached us about the project. These two parcels, as discussed previously, constitute approximately 55-60 acres. The City would be willing to assist with the identification of and negotiation for nearby properties if needed. We are confident that the suggested 60-65 acres could be assembled. Locations for future customers of Norfolk Southern exist nearby on land not needed for the facility.
3. Train Horn Quiet Zone - We would be willing to change the quiet zone status if it became an impediment to the project.

If we can be of any further help in this matter, please do not hesitate to contact us. We would like to thank you for considering Salem as a location for the facility.

Sincerely,

Kevin S. Boggess
City Manager